



The Steps of Finance



Home or Investment Purchase

Step 1. Where do I Start?

- Your **Signature Lending Solutions Adviser** can determine your borrowing capacity.
- Complete a budget to ensure you are comfortable with the repayments.
- Seek financial and taxation advice.
- Do I need a pre-approval? (most likely if an auction)

Step 2. Deposit

- Deposit source: savings? Existing equity? Family guarantee?
- First Home Owner's Grant (FHOG)? Signature Lending can process this.
- Cross collateralise with existing property or separate loans?
- Structuring assistance from your Signature Lending Solutions adviser.

Step 3. Property Research

- Inspect properties in your price range. Consult your **Keyline Realty** professional.
- Consider schools, medical facilities, shops and transport.

Step 4. Make an Offer

- Seek legal advice regarding the finance clause, building and pest inspections and time-frames.
- Organise insurance cover if your offer is accepted.

Step 5. Loan Application

- Your **Signature Lending Solutions Adviser** will guide you through the loan application process.
- Choose the right product from over 30 different lenders.
- Supporting documentation. What do you require? We will walk you through this maze.

Step 6. Approval Process

- Organise building and pest inspections.
- Valuations done by the bank.
- Liaise with solicitor regarding deposits and executing loan documents.

Step 7. Settlement

- Settlement of the property and loan.
- Your first repayment normally occurs one month after settlement.

Refinancing or Release of Equity for Further Investment

Step 1. Where do I start?

- Your Signature Lending Solutions Adviser can determine your borrowing capacity.
- Complete a budget to ensure you are comfortable with the repayments.

Step 2. Equity

- Is the existing equity sufficient to avoid Lenders' Mortgage Insurance?
- Structuring assistance from your Signature Lending Solutions adviser.

Step 3. Loan Application

- **Signature Lending Solutions Adviser** will guide you through the loan application process.
- Supporting documentation. What do you require? We will walk you through this maze.
- Choose the right product for **you** from over 30 different lenders.
- Is there sufficient benefit to proceed?

Step 4. Approval process

- Valuations done by the bank.
- Bank verification of application.

Step 5. Settlement

- Settlement of the loan.
- Your first repayment normally occurs one month after settlement.

Construction: New House, House and Land Package or Renovations

Step 1. Where do I start?

- Your **Signature Lending Solutions Adviser** can determine your borrowing capacity.
- Complete a budget to ensure you are comfortable with the repayments.
- Organise suitable plans and designs to suit your affordability.
- Seek tenders from builder(s).
- Select a builder and arrange local government approvals.
- If signing up for a House & Land package, you should check that the building contract includes the actual contract document, architectural plan for the building and tender quotation.
- **Signature Lending** recommends that you have a lawyer or accredited professional check the contract before you sign.
- Warranties: all contracts must contain warranties. They relate to performance of the work, materials used, compliance with legal guidelines, completion time and fitness for occupation

Step 2. Deposit

- Deposit source: savings? existing equity? family guarantee?
- First Home Owner's Grant (FHOG)? Signature Lending can process this.

Step 3. Loan Application

- Your **Signature Lending Solutions Adviser** will guide you through the loan application process.
- Supporting documentation. What do you require? We will walk you through this maze.
- Choose the right product for **you** from over 30 different lenders.
- As you will be financing a staged project - not buying a finished property outright, your loan will be for the total completed home's contract price & usually be drawn down in a number of instalments.

Step 4. Approval Process

- Valuations done by the bank.
- Liaise with solicitor regarding deposits and executing loan documents.

Step 5. Settlement

- Settlement of the loan and construction can commence.
- The progress payments are made during the construction period, are subject to a satisfactory inspection by the lender's nominee at set building stages and may incur a charge per inspection.

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Note: These stages are to be considered as a guide only. Your situation may present a different flow of events.